

Message Text

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PAGE 01 STATE 182817
ORIGIN EB-08

INFO OCT-01 EUR-12 EA-07 ISO-00 DODE-00 NSAE-00
USIA-06 TRSE-00 ERDA-05 CIAE-00 COME-00 /039 R

DRAFTED BY EB/ITP/EWT - AJREICHENBACH:JAS
APPROVED BY EB/ITP/EWT - WAROOT
COMMERCE/OEA - JCOLLUNS (INFO)
EA/PRCM - GFOX (INFO)

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FM SECSTATE WASHDC
TO USLO PEKING
INFO AMEMBASSY ROME

C O N F I D E N T I A L STATE 182817

E.O. 11652: GDS

TAGS: EEWT, CH, US, IT, EQUIP, ESTC

SUBJECT: STATUS OF IBM AND NUOVO PIGNONE SALE

REF: PEKING 1613

1. IBM-WASHINGTON ADVISES THAT MESSRS. RYAN AND JOSEPH, IBM REPRESENTATIVES, HAVE BEEN IN PEKING FOR SOME TIME NEGOTIATING THE SALE OF AN IBM 370/138 COMPUTER TO THE CHINESE IN CONNECTION WITH THE ENI (NUOVO PIGNONE) SALE OF CENTRIFUGAL COMPRESSOR TECHNOLOGY TO THE CHINESE.

2. ALTHOUGH ENI NORMALLY WOULD CONTRACT TO SUPPLY THE APPROPRIATE COMPUTER FROM IBM, SIEMENS OR HITACHI, IN THIS INSTANCE ENI, WHICH IS UNFAMILIER WITH EXPORT CONTROL PROCEDURES SINCE ITS OWN EQUIPMENT IS USUALLY GENERAL LICENSE, INFORMED IBM IT WOULD HAVE NO OBJECTION TO IBM NEGOTIATING DIRECTLY WITH THE CHINESE ON THE COMPUTER
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ASPECT.

3. SINCE MISSION HAS ALREADY HAD CONTACT WITH JOSEPH, SUGGEST DISCUSSION WITH HIM OR MR. RYAN ON DETAILS.

4. IN RESPONSE PARA 2 REFTTEL, IBM HAS SUBMITTED AN APPLI-
CATION FOR AN EXPORT LICENSE TO THE COMMERCE DEPARTMENT

FOR AN IBM 370/138 COMPUTER FOR THIS PROJECT. ALTHOUGH
IBM DOES NOT HAVE A FIRM COMMITMENT FROM THE CHINESE,
(NORMALLY REQUIRED FOR AN EXPORT LICENSE) IT CONTENDS
THAT A LETTER OF INTENT SIGNED BY THE CHINESE CAN BE
INTERPRETED AS AN ORDER. COMMERCE HAS ACCEPTED THIS
CONCEPT AND THE LICENSE APPLICATION IS NOW BEING
PROCESSED. IF APPROVED, THE CASE WOULD THEN GO TO COCOM
FOR APPROVAL OR DENIAL IN THAT ORGANIZATION. CHRISTOPHER

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01-Jan-1994 12:00:00 am
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: SALES
Control Number: n/a
Copy: SINGLE
Sent Date: 04-Aug-1977 12:00:00 am
Decaption Date: 01-Jan-1960 12:00:00 am
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 22 May 2009
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1977STATE182817
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Document Unique ID: 00
Drafter: AJREICHENBACH:JAS
Enclosure: n/a
Executive Order: GS
Errors: N/A
Expiration:
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From: STATE
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1977/newtext/t19770896/aaaaddnf.tel
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Litigation History:
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Original Classification: CONFIDENTIAL
Original Handling Restrictions: n/a
Original Previous Classification: n/a
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Review Date: 03-Jan-2005 12:00:00 am
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Status: NATIVE
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TAGS: EEWT, EQUIP, ESTC, CH, US, IT
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Type: TE
vdkgvwkey: odb://SAS/SAS.dbo.SAS_Docs/aa9afc61-c288-dd11-92da-001cc4696bcc
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